RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 23, 1996

RJR Account #160600
Mr. B. Donahue
DONAHUE TOBACCO CO.

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear Bill:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 45 skus of B2G1F sleeves (Item #520844) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-23883	3	12300-16612	1
Light 100	12300-23881	3	12300-15212	1

PO #012097

Product / Premium Arrival:	January 20, 1997
Ship Date to Retail:	Week of: January 27, 1997
SKU CUBE :	1.3600
SKU WT (w/o Product):	4.0000 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$1,323.42
Non-EFT $ Amount:	$N/A

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B2G1F
DONAHUE TOBACCO CO.

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

· SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$98.00 (3.5 (12M) case(s) @ $28.00).** Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Westenberger / 162302

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER PACKING INSTRUCTIONS

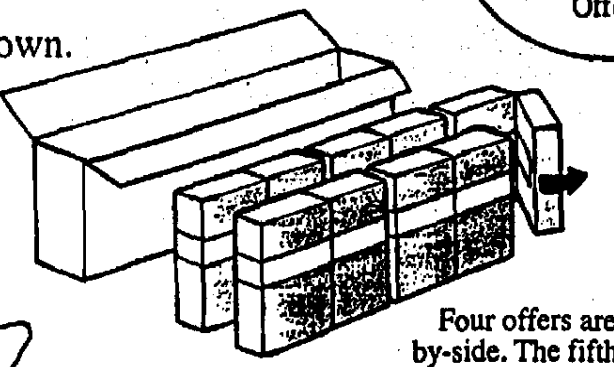
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

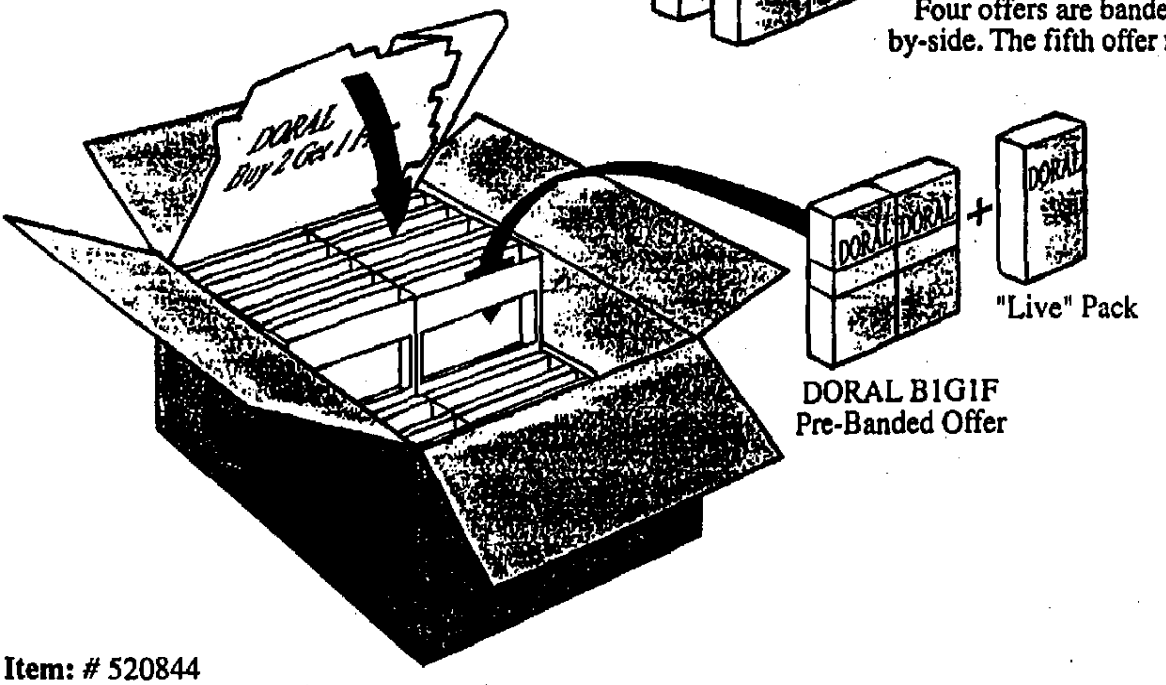
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



"Live" Pack

DORAL B1G1F Pre-Banded Offer

Item: # 520844
Description: DORAL B2G1F Sleeve Kit

Brand Style	FF Kg B1G1F	LT 100 B1G1F	X	FF Kg LIVE	LT 100 LIVE	
Number of Cartons	2	2	X	1	1	

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WHOLESALER : 160600 DONOHUE CANDY & TOB., INC. <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201		653523	NORTHERN BORNE MOBI	RT. 30	LONG LAKE	NY	12847	1				(518)624-2178
162201		684091	NORTHERN BORNE '	MAIN STREET	LONG LAKE	NY	12847	1				(518)624-3271
162302	162320	573906	ZAFAR DAR & SONS PE	122 AVIATION RD	QUEENSBURY	NY	12804	1				(518)792-3110
162302	162320	250716	BONFARE	RT 9 SARATOGA AVE	S GLENS FALLS	NY	12803	1				(518)798-4781
162302		564276	ASAD PETROLEUM GETT	RT 9L & 149	QUEENSBURY	NY	12804	1				(518)792-3191
162302	162321	640167	ZENATH PETROLEUM	278 BROADWAY	HUDSON FALLS	NY	12839	1				(518)747-8503
162302	162320	176627	EDDIES GROCERY	82 BOULEVARD ST	HUDSON FALLS	NY	12839	1				(518)747-3277
162302	162320	177038	SCOTTIES VARIETY	20 MAIN ST	GRANVILLE	NY	12832	1				(518)642-9889
162302	162320	177035	HARTFORD IGA	ROUTE 40	HARTFORD	NY	12838	1				(518)632-5291
162302	162320	670993	EXIT 23 TRUCK STOP	RT. 9 DIAMOND PT	LAKE GEORGE	NY	12885	1				(518)623-3707
162302	162320	177009	JACOB & TONEYS IGA	157 MAIN ST	WARRENSBURG	NY	12885	4				(518)623-3850
162302	162320	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	12885	5				(518)623-3592
162302	162320	177018	MOOREWOOD IGA	MAIN STREET	NORTH CREEK	NY	12853	1			906941	(518)251-2775
162304	162321	402337	A-PLUS #60036F	521 BROADWAY	SARATOGA SPRIN	NY	12866	5		0362-0102		(518)583-4202
162304	162321	392637	GETTY MART	RT 50 & BROOKLINE	BALLSTON SPA	NY	12020	1				(518)885-2538
162304	162321	699172	MALTA GETTY	ZZ PETROLEUM	MALTA	NY	12020	1				(518)899-6271
162304	162321	176607	CORINTH NEWS	118 MAIN ST	CORINTH	NY	12822	3				(518)654-6031
162305	162323	722987	NEW AB CONVENIENT	299 2ND AVE	ALBANY	NY	12209	1				(518)433-0749
162305	162323	579471	N&H GROCERY	218 LARK ST	ALBANY	NY	12210	1				(518)436-0484
162306	162323	686763	GM PETROLEUM	RT 9 & 20	EAST GREENBUSH	NY	12061	1				(518)477-9129
162306	162325	634314	HAMADA MART INC.	95 CONGRESS STREE	TROY	NY	12180	1				(518)275-0514
162302	162320	177011	BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	12801	1				(518)792-9891
162302	162320	177024	SOKOLS QUEENSBURY M	122 AVIATION RD	GLENS FALLS	NY	12804	1				(518)792-3777
162302		177048	GETTY 58743	23 MAIN & JOHN ST	HUDSON FALLS	NY	12839	1				(518)747-6764
162305		252946	STOP -N- SHOP MARKE	21 LARK STREET	ALBANY	NY	12210	1				(518)645-1623
162304		482448	MARKEL'S HESS	719 NEW LOUDON RD	LATHAM	NY	12110	1				(518)783-7624
162302		494790	EMRICK'S EMPORIUM	4466 HARRISBURG R	STONY CREEK	NY	12878	1				(518)696-2035
162302	162320	566184	MINOQUE'S BEVERAGE	AVIATION ROAD	QUEENSBURY	NY	12804	1		1126-0000		(518)793-5159
162302	162321	566187	MINOQUE'S BEVERAGE	16 WEST AVE	SARATOGA SPRIN	NY	12866	1		1126-0000		(518)584-1160
162302		767657	GIFFORD'S MOBIL	WEST MAIN STREET	QUEENSBURY	NY	12804	1				(518)798-3166

PAGE BREAK TOTAL ACCOUNTS 30 TOTAL QUANTITY 43

TEMPLATE TOTAL ACCOUNTS 30 TOTAL QUANTITY 43

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 01/29/97

ACCOUNT NUMBER: 160600
VOUCHER NUMBER: 15341665
DATE WRITTEN: 01/29/97
STATUS: PAID
AMOUNT PAID: 98.00

DONOHUE CANDY & TOB.
114 MIDDLE AVE
SARATOGA SPRINGS , NY 128

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	3.50	98.00

EXPLANATION: DOR B2G1F 700046 / 162302

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